

Message Text

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ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
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R 140820Z JUL 78
FM AMEMBASSY MANILA
TO SECSTATE WASHDC 8499

UNCLAS SECTION 01 OF 02 MANILA 11928

C O R R E C T E D C O P Y (TEXT PARA 5 CORRECTED)

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJECT: THIRD QUARTER FY 78 CCP REPORT

REF: A. USDOC 1561 B. MANILA 2592 C. MANILA 6294

SUMMARY: ALL CAMPAIGN AND SPECIAL POST
ACTIVITIES HAVE ACHIEVED SPECIFIC SUCCESSES AND ARE ON
TRACK. END SUMMARY.

1. DURING THE QUARTER ENDED JUNE 30, THE EMBASSY HAS HAD
SEVERAL MEETINGS WITH THE FOOD PROCESSING AND PACKAGING
INDUSTRY AND ASSISTED THEM IN FINDING NEW SUPPLIERS IN
THE UNITED STATES. A RAPIDLY GROWING PHILIPPINE TUNA
FISHING AND PROCESSING INDUSTRY HAS ATTRACTED U.S. INVES-
TORS AND CREATED A DEMAND FOR U.S. EQUIPMENT. MEETINGS
WITH THE HOTEL AND RESTAURANT ASSOCIATION HAVE LED US TO
FURTHER CONTACTS IN THE FOOD PROCESSING AND PACKAGING
INDUSTRY.

2. THE FOCUS OF CAMPAIGN NUMBER 2 WAS MEETINGS WITH
GROUPS OF BUSINESSMEN FOR PROMOTION OF NON-CONVENTIONAL
ENERGY SOURCES, TO DISCUSS TRADE PROBLEMS, FIND WAYS TO
INCREASE OUR SHARE OF ADB FUNDED IMPORTS, PROMOTE THE
SALE OF LARGE U.S. BOILERS TO POWER COMPANIES, PROMOTE
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THE SALE OF U.S. SECURITY EQUIPMENT AND FIRE FIGHTING
EQUIPMENT, PROMOTE THE INTERESTS OF THE U.S. EQUIPMENT TO
MEMBERS OF THE PHILIPPINE MACHINERY DEALERS ASSOCIATION,
PROMOTE U.S. MOBILE MEDICAL UNITS, SOURCE BORING EQUIPMENT
FOR THE PHILIPPINE FURNITURE INDUSTRY, SELL U.S. TEXTILE
EQUIPMENT, AND TO SOURCE OFFICE EQUIPMENT, CHEMICALS, AND
AIR COMPRESSION AND HAND TOOLS. MOST OF THE SALES

GENERATED FROM THIS ACTIVITY WERE THROUGH DIRECT CONTACT WITH KNOWN U.S. SUPPLIERS. ALSO, THE BUSINESS CENTER USED ITS FACILITIES TO SUPPORT A HIGHLY SUCCESSFUL ILLINOIS STATE TRADE MISSION (SEE A 359), IN WHICH THE PARTICIPANTS PROMOTED U.S. BUILDING AND CONSTRUCTION EQUIPMENT.

3. CAMPAIGN NO. 3 WAS KEPT ON TRACK BY FOLLOW-UP TO THE ENERGY SEMINAR HELD IN FEBRUARY, ASSISTANCE TO A COMBUSTION ENGINEERING EXECUTIVE IN THE PHILIPPINES, AND CONTINUED REPORTING ON DEVELOPMENTS IN THE FIELD OF ENERGY AND INDUSTRIAL POWER.

4. MAJOR PROJECT ACTIVITIES FOR CAMPAIGN NUMBER 4 HAVE PROCEEDED IN THE SAME MANNER AS PREVIOUSLY REPORTED (SEE REF. B). WE ARE ON SCHEDULE WITH ALL OBJECTIVES OF CAMPAIGN 4, AND HAVE BEEN MAKING A SPECIAL EFFORT TO ANALYZE WHY THE U.S. DOES NOT GET MORE ADB-FUNDED CONTRACTS FOR ADB PROJECTS THAN WE DO.

5. CAMPAIGN NO. 5 WAS KEPT ON TRACK BY THE ILLINOIS STATE TRADE MISSION WHICH, AMONG OTHER THINGS, PROMOTED THE SALE OF U.S. LOGGING EQUIPMENT AND BY A CONTINUATION OF THE ACTIVITIES REPORTED IN REFERENCE C. THE QUALITY CONTROL (COMPANY IS NOW MUCH CLOSER TO REALITY THAN IT WAS THREE MONTHS AGO. ITS ESTABLISHMENT WILL MOST UNCLASSIFIED

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LIKELY RESULT IN INCREMENTAL SALES OF U.S. MACHINERY FOR THE TIMBER INDUSTRY.

6. FOR CAMPAIGN NO. 6 WE HAVE CONTINUED TO RECRUIT AND ASSIST WITH PREPARATION FOR THE AUGUST 1978 U.S. HEALTH CARE AND LABORATORY INSTRUMENTATION TYPE 1 TRADE FAIR. THIS HAS BROUGHT US INTO CLOSER CONTACT THAN WE HAVE HAD HERETOFORE WITH SEVERAL LOCAL FIRMS WHICH REPRESENT AMERICAN PRODUCTS.

7. CONCERNING SPECIAL POST ACTIVITIES, THE EMBASSY, WORKING WITH AMCHAM AND THE PHILIPPINE GOVERNMENT OPPOSED THE IMPOSITION OF NEW IMPORT TAXES ON RAW MATERIALS, COMPONENTS AND CAPITAL EQUIPMENT WHICH WOULD ADVERSELY AFFECT U.S. INVESTMENTS IN THE PHILIPPINES. THE PHILIPPINE GOVERNMENT HAS NOW MODIFIED ITS POSITION ON THE TAXES IN THE DESIRED DIRECTION. WE BACKSTOPPED A WASHINGTON DELEGATION NEGOTIATING A TEXTILE AGREEMENT RENEWAL WITH THE PHILIPPINES. WE HAVE CONTINUED TO BE ACTIVE IN MANILA REGARDING THE MTN IN GENEVA. CONCERNING ASEAN, WE MONITORED AND REPORTED ON THE ASEAN TRADE FAIR IN MANILA, WERE INSTRUMENTAL IN PREPARATIONS FOR THE US/

ASEAN MINISTERIAL MEETING TO BE HELD IN WASHINGTON
IN AUGUST, AND WILL BACKSTOP THE US DELEGATION TO A
PREPARATORY MEETING IN MANILA JULY 18 AND 19.

8. WE HAVE CONTINUED EFFORTS TO IMPROVE AND STRENGTHEN

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RELATIONS WITH AMCHAM. THE NEW AMBASSADOR HAS MET WITH
THE AMCHAM BOARD AND PLANS TO DO SO REGULARLY, AT
LEAST BI-MONTHLY.

9. THE FOREIGN BUYER PROGRAM HAS HAD SOME NOTABLE
SUCCESES DURING THE QUARTER. BESIDES ARRANGING FOR
SEVERAL INDIVIDUAL BUYING TRIPS TO THE
UNITED STATES, THE EMBASSY ORGANIZED A 30-MAN DELEGATION
TO THE INTERNATIONAL TRUCKING SHOW AT ANAHEIM CALIFORNIA.

10. THE ABOVE EFFORTS WERE MADE WHILE COMPLETING 13 ADS
ACTIONS, COMPLETING TRADE OPPORTUNITIES COVERING 18
DIFFERENT PRODUCTS, SUBMITTING OVER 80 WORLD TRADE DATA
REPORTS, UPDATING THE FOREIGN TRADERS INDEX AND HANDLING
ALL OTHER ROUTINE COMMERCIAL REQUIREMENTS. MURPHY

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